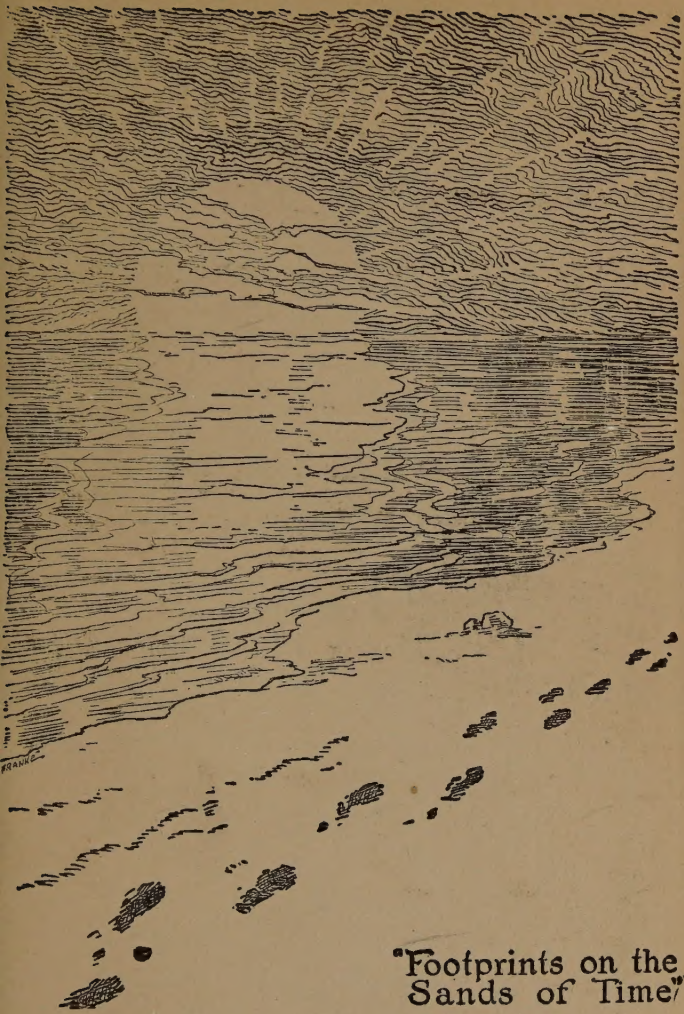
The SECRET of the AGES

ROBERT COLLIER

"Joline is the World and everything that is in it."



"Footprints on the Sands of Time"

The Secret of the Ages

In Seven Volumes

VOLUME THREE

The SECRET of THE AGES

ROBERT COLLIER

VOLUME THREE

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Aladdin & Company

"But the feeble hands and helpless,
Groping blindly in the darkness,
Touch God's right hand in that darkness,
And are lifted up and strengthened."
—LONGFELLOW.

IT is not always the man who struggles hardest who gets on in the world. It is the direction as well as the energy of struggle that counts in making progress. To get ahead—you must swim with the tide. Men prosper and succeed who work in accord with natural forces. A given amount of effort with these forces carries a man faster and farther than much more effort used against the current. Those who work blindly, regardless of these forces, make

life difficult for themselves and rarely prosper.

It has been estimated by wise observers that on the average something like 90 per cent of the factors producing success or failure lie outside a man's conscious efforts—separate from his daily round of details. To the extent that he cooperates with the wisdom and power of Universal Mind he is successful, well and happy. To the extent that he fails to cooperate, he is unsuccessful, sick and miserable.

All down the ages some have been enabled to "taste and see that the Lord is good." Prophets and Seers being blessed with the loving kindness of God, have proclaimed a God of universal goodness, saying: "The earth is full of the goodness of the Lord"; "Thou wilt show me the path of life; in Thy presence is fullness of joy."

Now we know that this Infinite Good is not more available to one than it is to all. We know that the only limit to it is in our capacity to receive. If you had a problem in mathematics to work out, you would hardly gather together the necessary figures and leave them to arrange themselves in their proper sequence. You would know that while the method for solving every problem has been figured out, *you* have got to *work* it. The principles are there, but *you* have got to *apply* them.

The first essential is to understand the principle—to learn how it works—how to use it. The second—and even more important part—is to APPLY that understanding to the problem in hand.

In the same way, the Principle of Infinite Energy, Infinite Supply, is ever available. But that Energy, that Supply,

is static. You've got to make it dynamic. You've got to understand the law. You've got to *apply* your understanding in order to solve your problems of poverty, discord, disease.

Science shows that it is possible to accomplish any good thing. But distrust of your ability to reach the goal desired often holds you back and failure is the inevitable result.

Only by understanding that there is but one power—and that this power is Mind, not circumstances or environment—is it possible to bring your real abilities to the surface and put them to work.

Few deny that intelligence governs the universe. It matters not whether you call this intelligence Universal Mind or Providence or God or merely Nature. All admit Its directing power. All admit that It is a force for good, for progress.

But few realize that our own minds are a part of this Universal Mind in just the same way that the rays of the sun are part of the sun.

If we will work in harmony with It, we can draw upon Universal Mind for all power, all intelligence, in the same way that the sun's rays draw upon their source for the heat and light they bring the earth.

It is not enough to *know* that you have this power. You must put it into *practice* —not once, or twice, but *every hour and every day.* Don't be discouraged if at first it doesn't always work. When you first studied arithmetic, your problems did not always work out correctly, did they? Yet you did not on that account doubt the principle of mathematics. You knew that the fault was with your methods, not with the principle. It is the

same in this. The power is there. Correctly used, it can do anything.

All will agree that the Mind which first brought the Life Principle to this earth —which imaged the earth itself and the trees and the plants and the animals—is all-powerful. All will agree that to solve any problem, to meet any need, Mind has but to *realize* the need and it will be met. What most of us do not understand or realize is that we ourselves, being part of Universal Mind, have this same power. Just as the drop of water from the ocean has all the properties of the great bulk of the water in the ocean. Just as the spark of electricity has all the properties of the thunderbolt. And having that power, we have only to realize it and use it to get from life any good we may desire.

In the beginning all was void—space—nothingness. How did Universal Mind

construct the planets, the firmaments, the earth and all things on and in it from this formless void? *By first making a mental image on which to build.*

That is what you, too, must do. You control your destiny, your fortune, your happiness to the exact extent to which you can think them out, VIZUALIZE them, SEE them, and allow no vagrant thought of fear or worry to mar their completion and beauty. The quality of your thought is the measure of your power. Clear, forceful thought has the power of attracting to itself everything it may need for the fruition of those thoughts. As W. D. Wattles puts it in his "Science of Getting Rich":

"There is a thinking stuff from which all things are made and which, in its original state, permeates, penetrates, and fills the interspaces of the universe. A thought

in this substance produces the thing that is imagined by the thought. Man can form things in his thought, and, by impressing his thought upon formless substance, can cause the thing he thinks about to be created."

The connecting link between your conscious mind and the Universal is thought, and every thought that is in harmony with progress and good, every thought that is freighted with the right idea, can penetrate to Universal Mind. And penetrating to it, it comes back with the power of Universal Mind to accomplish it. You don't need to originate the ways and means. The Universal Mind knows how to bring about any necessary results. There is but one right way to solve any given problem. When your human judgment is unable to decide what that one right way is, turn to Universal Mind for guid-

ance. You need never fear the outcome, for if you heed its advice you cannot go wrong.

Always remember—your mind is but a conductor—good or poor as you make it—for the power of Universal Mind. And thought is the connecting energy. Use that conductor, and you will improve its conductivity. Demand much, and you will receive the more. The Universal is not a niggard in any of its gifts. "Ask and ye shall receive, seek and ye shall find, knock and it shall be opened unto you."

That is the law of life. And the destiny of man lies not in poverty and hardship, but in living up to his high estate in unity with Universal Mind, with the power that governs the universe.

To look upon poverty and sickness as sent by God and therefore inevitable, is the way of the weakling. God never sent

us anything but good. What is more, He has never yet failed to give to those who would use them the means to overcome any condition not of His making. Sickness and poverty are not of His making. They are not evidences of virtue, *but of weakness.* God gave us everything in abundance, and he expects us to manifest that abundance. If you had a son you loved very much, and you surrounded him with good things which he had only to exert himself in order to reach, you wouldn't like it if he showed himself to the world half-starved, ill-kempt and clothed in rags, merely because he was unwilling to exert himself enough to reach for the good things you had provided. No more, in my humble opinion, does God.

Man's principal business in life, as I see it, is to establish a contact with Uni-

versal Mind. It is to acquire an understanding of this power that is in him. "With all thy getting, get understanding," said Solomon.

"Happy is the man that findeth wsidom,
And the man that getteth understanding.
For the gaining of it is better than the gaining of silver.
And the profit thereof than fine gold.
She is more precious than rubies:
And none of the things thou canst desire are to be compared unto her.
Length of days is in her right hand:
In her left hand are riches and honor.
Her ways are ways of pleasantness,
And all her paths are peace.
She is a tree of life to them that lay hold upon her.
And happy is every one that retaineth her."

—*Proverbs.*

When you become conscious, even to a limited degree, of your one-ness with Universal Mind, your ability to call upon It at will for anything you may need, it

makes a different man of you. Gone are the fears, gone are the worries. You know that your success, your health, your happiness will be measured only by the degree to which you can impress the fruition of your desires upon mind.

The toil and worry, the wearisome grind and the back-breaking work, will go in the future as in the past to those who will not use their minds. The less they use them, the more they will sweat. And the more they work only from the neck down, the less they will be paid and the more hopeless their lot will become. *It is Mind that rules the world.*

But to use your mind to the best advantage doesn't mean to toil along with the mere conscious part of it. It means hitching up your conscious mind with the Man Inside You, with the little "Mental Brownies," as Robert Louis Stevenson

called them, and then working together for a definite end.

"My Brownies! God bless them!" said Stevenson, "Who do one-half of my work for me when I am fast asleep, and in all human likelihood do the rest for me as well when I am wide awake and foolishly suppose that I do it myself. I had long been wanting to write a book on man's double being. For two days I went about racking my brains for a plot of any sort, and on the second night I dreamt the scene in Dr. Jekyll and Mr. Hyde at the window; and a scene, afterward split in two, in which Hyde, pursued, took the powder and underwent the change in the presence of his pursuer."

Many another famous writer has spoken in similar strain, and every man who has problems to solve has had like experiences. You know how, after you

have studied a problem from all angles, it sometimes seems worse jumbled than when you started on it. Leave it then for a while—forget it—and when you go back to it, you find your thoughts clarified, the line of reasoning worked out, your problem solved for you. It is your little "Mental Brownies" who have done the work for you!

The flash of genius does not originate in your own brain. Through intense concentration you've established a circuit through your subconscious mind with the Universal, and it is from It that the inspiration comes. All genius, all progress, is from the same source. It lies with you merely to learn how to establish this circuit at will so that you can call upon It at need. It can be done.

"In the Inner Consciousness of each of us," quotes Dumont in "The Master

Mind," "there are forces which act much the same as would countless tiny mental brownies or helpers who are anxious and willing to assist us in our mental work, if we will but have confidence and trust in them. This is a psychological truth expressed in the terms of the old fairy tales. The process of calling into service these Inner Consciousness helpers is similar to that which we constantly employ to recall some forgotten fact or name. We find that we cannot recollect some desired fact, date, or name, and instead of racking our brains with an increased effort, we (if we have learned the secret) pass on the matter to the Inner Consciousness with a silent command, 'Recollect this name for me,' and then go on with our ordinary work. After a few minutes—or it may be hours—all of a sudden, pop! will come the missing name or fact before us—

flashed from the planes of the Inner Consciousness, by the help of the kindly workers or 'brownies' of those planes. The experience is so common that we have ceased to wonder at it, and yet it is a wonderful manifestation of the Inner Consciousness' workings of the mind. Stop and think a moment, and you will see that the missing word does not present itself accidentally, or 'just because.' There are mental processes at work for your benefit, and when they have worked out the problem for you they gleefully push it up from their plane on to the plane of the outer consciousness where you may use it.

"We know of no better way of illustrating the matter than by this fanciful figure of the 'mental brownies,' in connection with the illustration of the 'subconscious storehouse.' If you would learn to take advantage of the work of these Subcon-

scious Brownies, we advise you to form a mental picture of the Subconscious Storehouse in which is stored all sorts of knowledge that you have placed there during your lifetime, as well as the impressions that you have acquired by race inheritance —racial memory, in fact. The information stored away has often been placed in the storage rooms without any regard for systematic storing, or arrangement, and when you wish to find something that has been stored away there a long time ago, the exact place being forgotten, you are compelled to call to your assistance the little brownies of the mind, which perform faithfully your mental command, 'Recollect this for me!' These brownies are the same little chaps that you charge with the task of waking you at four o'clock tomorrow morning when you wish to catch an early train—and they obey

you well in this work of the mental alarm-clock. These same little chaps will also flash into your consciousness the report, 'I have an engagement at two o'clock with Jones'—when looking at your watch you will see that it is just a quarter before the hour of two, the time of your engagement.

"Well then, if you will examine carefully into a subject which you wish to master, and will pass along the results of your observations to these Subconscious Brownies, you will find that they will work the raw materials of thought into shape for you in a comparatively short time. They will analyze, systematize, collate, and arrange in consecutive order the various details of information which you have passed on to them, and will add thereto the articles of similar information that they will find stored away in the recesses of your memory. In this way

they will group together various scattered bits of knowledge that you have forgotten. And, right here, let us say to you that you never absolutely forget anything that you have placed in your mind. You may be unable to recollect certain things, but they are not lost—sometime later some associative connection will be made with some other fact, and lo! the missing idea will be found fitted nicely into its place in the larger idea—the work of our little brownies. Remember Thompson's statement: 'In view of having to wait for the results of these unconscious processes, I have proved the habit of getting together material in advance, and then leaving the mass to digest itself until I am ready to write about it.' This subconscious 'digestion' is really the work of our little mental brownies.

"There are many ways of setting the brownies to work. Nearly everyone has had some experience, more or less, in the matter, although often it is produced almost unconsciously, and without purpose and intent. Perhaps the best way for the average person—or rather the majority of persons—to get the desired results is for one to get as clear an idea of what one really wants to know—as clear an idea or mental image of the question you wish answered. Then after rolling it around in your mind—mentally chewing it, as it were—giving it a high degree of voluntary attention, you can pass it on to your Subconscious Mentality with the mental command: '*Attend to this for me—work out the answer!*' or some similar order. This command may be given silently, or else spoken aloud—either will do. Speak to the Subconscious

Mentality—or its little workers—just as you would speak to persons in your employ, kindly but firmly. Talk to the little workers, and firmly command them to do your work. And then forget all about the matter—throw it off your conscious mind, and attend to your other tasks. Then in due time will come your answer—flashed into your consciousness—perhaps not until the very minute that you must decide upon the matter, or need the information. You may give your brownies orders to report at such and such a time—just as you do when you tell them to awaken you at a certain time in the morning so as to catch the early train, or just as they remind you of the hour of your appointment, if you have them all well trained."

Have you ever read the story by Richard Harding Davis of "The Man

Who Could Not Lose?" In it the hero is intensely interested in racing. He has studied records and "dope" sheets until he knows the history of every horse backward and forward.

The day before the big race he is reclining in an easy chair, thinking of the morrow's race, and he drops off to sleep with that thought on his mind. Naturally, his subconscious mind takes it up, with the result that he dreams the exact outcome of the race.

That was mere fiction, of course, but if races were run solely on the speed and stamina of the horses, it would be entirely possible to work out the results in just that way. Unfortunately, other factors frequently enter into every betting game.

But the idea behind Davis' story is entirely right. The way to contact with your subconscious mind, the way to get

the help of the "Man Inside You" in working out any problem is:

First, fill your mind with every bit of information regarding that problem that you can lay your hands on.

Second, pick out a chair or lounge or bed where you can recline in perfect comfort, where you can forget your body entirely.

Third, let your mind dwell upon the problem for a moment, not worrying, not fretting, but placidly, and then turn it over to the "Man Inside You." Say to him—"This is your problem. You can do anything. You know the answer to everything. Work this out for me!" And utterly relax. Drop off to sleep, if you can. At least, drop into one of those half-sleepy, half-wakeful reveries that keep other thoughts from obtruding upon your consciousness. Do as Aladdin did

—summon your Genii, give him your orders, then forget the matter, secure in the knowledge that he will attend to it for you. When you waken, *you will have the answer!*

For whatever thought, whatever problem you can get across to your subconscious mind at the moment of dropping off to sleep, that "Man Inside You," that Genie-of-your-Mind will work out for you.

Of course, not everyone can succeed in getting the right thought across to the subconscious at the first or the second attempt. It requires understanding and faith, just as the working out of problems in mathematics requires an understanding of and faith in the principles of mathematics. But keep on trying, and you WILL do it. And when you do, *the results are sure.*

If it is something that you want, VISUALIZE it first in your mind's eye, see it in every possible detail, see yourself going through every move it will be necessary for you to go through when your wish comes into being. Build up a complete story, step by step, just as though you were acting it all out. Get from it every ounce of pleasure and satisfaction that you can. Be *thankful* for this gift that has come to you. Then relax; go on to sleep if you can; give the "Man Inside You" a chance to work out the consummation of your wish without interference.

When you waken, hold it all pleasurably in thought again for a few moments. Don't let doubts and fears creep in, but go ahead, confidently, knowing that your wish is working itself out. Know this, believe it—and if there is nothing

harmful in it, IT WILL WORK OUT!

For somewhere in Universal Mind there exists the correct solution of every problem. It matters not how stupendous and complicated, nor how simple a problem may appear to be. There always exists the right solution in Universal Mind. And because this solution does exist, there also exists the ability to ascertain and to prove what that solution is. You can know, and you can do, every right thing. Whatever it is necessary for you to know, whatever it is necessary for you to do, you can know and you can do, if you will but seek the help of Universal Mind and be governed by its suggestions.

Try this method every night for a little while, and the problem does not exist that you cannot solve.

VI

See Yourself Doing It

You say big corporations scheme
To keep a fellow down;
They drive him, shame him, starve him, too,
If he so much as frown.
God knows I hold no brief for them;
Still, come with me to-day
And watch those fat directors meet,
For this is what they say:
"In all our force not one to take
The new work that we plan!
In all the thousand men we've hired
Where shall we find a man?"

—St. Clair Adams.*

YOU'VE often heard it said that a man is worth $2 a day from the neck down. How much he's worth from the neck up depends upon how much he is able to SEE.

"Without vision the people perish" did not refer to good eyesight. It was

* From "It Can Be Done." Copyright 1921, George Sully & Company.

the eyes of the mind that counted in days of old just as they do today. Without them you are just so much power "on the hoof," to be driven as a horse or an ox is driven. And you are worth only a little more than they.

But given vision—imagination—the ability to visualize conditions and things a month or a year ahead; given the eyes of the mind—there's no limit to your value or to your capabilities.

The locomotive, the steamboat, the automobile, the aeroplane—all existed complete in the imagination of some man before ever they became facts. The wealthy men, the big men, the successful men, visioned their successes in their minds' eyes before ever they won them from the world.

From the beginning of time, nothing has ever taken on material shape without

first being visualized in mind. The only difference between the sculptor and the mason is in the mental image behind their work. Rodin employed masons to hew his blocks of marble into the general shape of the figure he was about to form. *That was mere mechanical labor.* Then Rodin took it in hand and from that rough hewn piece of stone there sprang the wondrous figure of "The Thinker." *That was art!*

The difference was all in the imagination behind the hands that wielded mallet and chisel. After Rodin had formed his masterpiece, ordinary workmen copied it by the thousands. Rodin's work brought fabulous sums. The copies brought day wages. Conceiving ideas—*creating something*—is what pays, in sculpture as in all else. Mere hand-work is worth only hand wages.

"The imagination," says Glenn Clark in "The Soul's Sincere Desire," "is of all qualities in man the most God-like—that which associates him most closely with God. The first mention we read of man in the Bible is where he is spoken of as an 'image.' 'Let us make man in our image, after our likeness.' The only place where an image can be conceived is in the imagination. Thus man, the highest creation of God, was a creation of God's imagination.

"The source and center of all man's creative power—the power that above all others lifts him above the level of brute creation, and that gives him dominion, is his power of making images, or the power of the imagination. There are some who have always thought that the imagination was something which makes-believe that which is not. This is fancy

—not imagination. Fancy would convert that which is real into pretense and sham; imagination enables one to see through the appearance of a thing to what it really *is.*"

There is a very real law of cause and effect which makes the dream of the dreamer come true. It is the law of visualization—the law that calls into being in this outer material world everything that is real in the inner world. Imagination pictures the thing you desire. VISION idealizes it. It reaches beyond the thing that is, into the conception of what can be. Imagination gives you the picture. Vision gives you the impulse to make the picture your own.

Make your mental image clear enough, picture it vividly in every detail, and the Genie-of-your-Mind will speedily bring it into being as an everyday reality.

That law holds true of everything in life. There is nothing you can rightfully desire that cannot be brought into being through visualization.

Suppose there's a position you want—the general managership of your company. See yourself—just as you are now—sitting in the general manager's chair. See your name on his door. See yourself handling his affairs as you would handle them. Get that picture impressed upon your subconscious mind. See it! *Believe it!* The Genie-of-your-Mind will find the way to make it come true.

The keynote of successful visualization is this: See things as you would have them be instead of as they are. Close your eyes and make clear mental pictures. Make them look and act just as they would in real life. In short, day dream—but day dream with a purpose. Concen-

trate on the one idea to the exclusion of all others, and continue to concentrate on that one idea until it has been accomplished.

Do you want an automobile? A home? A factory? They can all be won in the same way. They are in their essence all of them ideas of mind, and if you will but build them up in your own mind first, stone by stone, complete in every detail, you will find that the Genie-of-your-Mind can build them up similarly in the material world.

"The building of a trans-continental railroad from a mental picture," says C. W. Chamberlain in "The Uncommon Sense of Applied Psychology," "gives the average individual an idea that it is a big job. The fact of the matter is, the achievement, as well as the perfect mental picture, is made up of millions of little

jobs, each fitting in its proper place and helping to make up the whole.

"A skyscraper is built from individual bricks, the laying of each brick being a single job which must be completed before the next brick can be laid."

It is the same with any work, any study. To quote Professor James:

"As we become permanent drunkards by so many separate drinks, so we become saints in the moral, and authorities and experts in the practical and scientific spheres, by so many separate acts and hours of working. Let no youth have any anxiety about the upshot of his education whatever the line of it may be. If he keep faithfully busy each hour of the working day he may safely leave the final result to itself. He can with perfect certainty count on waking some fine morning, to find himself one of the competent

ones of his generation, in whatever pursuit he may have singled out. . . . Young people should know this truth in advance. The ignorance of it has probably engendered more discouragement and faint-heartedness in youths embarking on arduous careers than all other causes taken together."

Remember that the only limit to your capabilities is the one you place upon them. There is no law of limitation. The only law is of supply. Through your subconscious mind you can draw upon universal supply for anything you wish. The ideas of Universal Mind are as countless as the sands on the seashore. Use them. And use them lavishly, just as they are given. There is a little poem by Jessie B. Rittenhouse* that so well de-

* From "The Door of Dreams," Houghton Mifflin & Co., Boston.

scribes the limitations that most of us put upon ourselves that I quote it here:

> "I bargained with Life for a penny,
> And Life would pay no more,
> However I begged at evening
> When I counted my scanty store.
>
> . . . . . .
>
> "For Life is a just employer;
> He gives you what you ask,
> But once you have set the wages,
> Why, you must bear the task.
>
> "I worked for a menial's hire,
> Only to learn, dismayed,
> That any wage I had asked of Life,
> Life would have paid."

Aim high! If you miss the moon, you may hit a star. Everyone admits that this world and all the vast firmament must have been thought into shape from the formless void by some Universal Mind. That same Universal Mind rules today, and it has given to each form of life power

to attract to itself whatever it needs for its perfect growth. The tree, the plant, the animal—each one finds its need.

You are an intelligent, reasoning creature. Your mind is part of Universal Mind. And you have power to *say* what you require for perfect growth. Don't be a niggard with yourself. Don't sell yourself for a penny. Whatever price you set upon yourself, life will give. So aim high. Demand much! Make a clear, distinct mental image of what it is you want. Hold it in your thought. Visualize it, see it, *believe it!* The ways and means of satisfying that desire will follow. For supply always comes on the heels of demand.

It is by doing this that you take your fate out of the hands of chance. It is in this way that you control the experiences you are to have in life. But be sure to

visualize *only what you want.* The law works both ways. If you visualize your worries and your fears, you will make them real. Control your thought and you will control circumstances. Conditions will be what you make them.

Most of us are like factories where two-thirds of the machines are idle, where the workmen move around in a listless, dispirited sort of way, doing only the tenth part of what they could do if the head of the plant were watching and directing them. Instead of that, he is off idly dreaming or waiting for something to turn up. What he needs is someone to point out to him his listless workmen and idle machines, and show him how to put each one to working full time and overtime.

And that is what YOU need, too. You are working at only a tenth of *your*

capacity. You are doing only a tenth of what *you* are capable of. The time you spend idly wishing or worrying can be used in so directing your subconscious mind that it will bring you anything of good you may desire.

Philip of Macedon, Alexander's father, perfected the "phalanx"—a triangular formation which enabled him to center the whole weight of his attack on one point in the opposing line. It drove through everything opposed to it. In that day and age it was invincible. And the idea is just as invincible today.

Keep the one thought in mind, SEE it being carried out step by step, and you can knit any group of workers into one homogeneous whole, all centered on the one idea. You can accomplish any one thing. You can put across any definite idea. Keep that mental picture ever in

mind and you will make it as invincible as was Alexander's phalanx of old.

"It is not the guns or armament
Or the money they can pay,
It's the close cooperation
That makes them win the day.
It is not the individual
Or the army as a whole
But the everlasting team work
of every bloomin' soul."
—J. Mason Knox.

The error of the ages is the tendency mankind has always shown to limit the power of Mind, or its willingness to help in time of need.

"Know ye not," said Paul, "that ye are the temples of the Living God?"

No—most of us do not know it. Or at least, if we do, we are like the Indian family out on the Cherokee reservation. Oil had been found on their land and money poured in upon them. More money

than they had ever known was in the world. Someone persuaded them to build a great house, to have it beautifully furnished, richly decorated. The house when finished was one of the show places of that locality. But the Indians, while very proud of their showy house, continued to *live in their old sod shack!*

So it is with many of us. We may know that we are "temples of the Living God." We may even be proud of that fact. But we never take advantage of it to dwell in that temple, to proclaim our dominion over things and conditions. We never avail ourselves of the power that is ours.

The great Prophets of old had the forward look. Theirs was the era of hope and expectation. They looked for the time when the revelation should come that was to make men "sons of God."

"They shall obtain joy and gladness, and sorrow and sighing shall flee away."

Jesus came to fulfill that revelation. "Ask and ye shall receive, that your joy may be full."

The world has turned in vain to matter and materialistic philosophy for deliverance from its woes. In the future the only march of actual progress will be in the mental realm, and this progress will not be in the way of human speculation and theorizing, but in the *actual demonstration* of the Universal, Infinite Mind.

The world stands today within the vestibule of the vast realm of divine intelligence, wherein is found the transcendent, practical power of Mind over all things.

"What eye never saw, nor ear ever heard,
What never entered the mind of man—
Even all that God has prepared for those who love Him."

VII

"As A Man Thinketh"

"Our remedies in ourselves do lie
Which we ascribe to heaven."
—SHAKESPEARE.

IN our great-grandfather's day, when witches flew around by night and cast their spell upon all unlucky enough to cross them, men thought that the power of sickness or health, of good fortune or ill, resided outside themselves.

We laugh today at such benighted superstition. But even in this day and age there are few who realize that the things they *see* are but *effects*. Fewer still who have any idea of the *causes* by which those effects are brought about.

Every human experience is an effect.

You laugh, you weep, you joy, you sorrow, you suffer or you are happy. Each of these is an effect, the cause of which can be easily traced.

But all the experiences of life are not so easily traceable to their primary causes. We save money for our old age. We put it into a bank or into safe bonds—and the bank breaks or the railroad or corporation goes into a receivership. We stay at home on a holiday to avoid risk of accident, and fall off a stepladder or down the stairs and break a limb. We drive slowly for fear of danger, and a speeding car comes from behind and knocks us into a ditch. A man goes over Niagara Falls in a barrel without harm, and then slips on a banana peel, breaks his leg, and dies of it.

What is the cause back of it all? If we can find it and control it, we can con-

trol the effect. We shall no longer then be the football of fate. We shall be able to rise above the conception of life in which matter is our master.

There is but one answer. The world without is a reflection of the world within. We image thoughts of disaster upon our subconscious minds and the Genie-of-our-Mind finds ways of bringing them into effect—even though we stay at home, even though we take every possible precaution. The mental image is what counts, be it for good or ill. It is a devastating or a beneficent force, just as we choose to make it. To paraphrase Thackeray—"The world is a looking-glass, and gives back to every man the reflection of his own thought."

For matter is not *real* substance. Material science today shows that matter has no natural eternal existence. Dr. Willis

R. Whitney, in an address before the American Chemical Society on August 8th, 1925, discussing "Matter—Is There Anything In It?" stated that "the most we know about matter is that it is almost entirely *space*. It is as empty as the sky. It is almost as empty as a perfect vacuum, although it usually contains a lot of energy." Thought is the only force. Just as polarity controls the electron, gravitation the planets, tropism the plants and lower animals—just so thought controls the action and the environment of man. And thought is subject wholly to the control of mind. Its direction rests with us.

Walt Whitman had the right of it when he said—"Nothing external to me has any power over me."

The happenings that occur in the material world are in themselves neither cheerful nor sorrowful, just as outside of

the eye that observes them colors are neither green nor red. It is our thoughts that make them so. And we can color those thoughts according to our own fancy. We can make the world without but a reflection of the world within. We can make matter a force subject entirely to the control of our mind. For matter is merely our wrong view of what Universal Mind sees rightly.

We cannot change the past experience, but we can determine what the new ones shall be like. We can make the coming day just what we want it to be. We can *be* tomorrow what *we think* today. For the thoughts are causes and the conditions are the effects.

What is the reason for most failures in life? The fact that they first thought failure. They allowed competition, hard times, fear and worry to undermine their

confidence. Instead of working aggressively ahead, spending money to make more money, they stopped every possible outlay, tried to "play safe," but expected others to continue spending with them. War is not the only place where "The best defensive is a strong offensive."

The law of compensation is always at work. Man is not at the caprice of fate. He is his own fate. "As a man thinketh in his heart, so is he." We are our own past thoughts, with the things that these thoughts have attracted to us added on.

The successful man has no time to think of failure. He is too busy thinking up new ways to succeed. You can't pour water into a vessel already full.

All about you is energy—electronic energy, exactly like that which makes up the solid objects you possess. The only difference is that the loose energy round

about is unappropriated. It is still virgin gold—undiscovered, unclaimed. You can think it into anything you wish—into gold or dross, into health or sickness, into strength or weakness, into success or failure. Which shall it be? "There is nothing either good or bad," said Shakespeare, "but thinking makes it so." The understanding of that law will enable you to control every other law that exists. In it is to be found the panacea for all ills, the satisfaction of all want, all desire. It is Creative Mind's own provision for man's freedom.

Have you ever read Basil King's "Conquest of Fear"? If you haven't, do so by all means. Here is the way he visions the future:

"Taking Him (Jesus) as our standard we shall work out, I venture to think, to the following points of progress:

"*a.* The control of matter in furnishing ourselves with food and drink by means more direct than at present employed, as He turned water into wine and fed the multitudes with the loaves and fishes.

"*b.* The control of matter by putting away from ourselves, by methods more sure and less roundabout than those of today, sickness, blindness, infirmity, and deformity.

"*c.* The control of matter by regulating our atmospheric conditions as He stilled the tempest.

"*d.* The control of matter by restoring to this phase of existence those who have passed out of it before their time, or who can ill be spared from it, as He 'raised' three young people from 'the dead' and Peter and Paul followed His example.

"*e.* The control of matter in putting it

off and on at will, as He in His death and resurrection.

"*f.* The control of matter in passing altogether out of it, as He in what we call His Ascension into Heaven."

Mortals are healthy or unhealthy, happy or unhappy, strong or weak, alive or dead, in the proportion that they think thoughts of health or illness, strength or weakness. Your body, like all other material things, manifests only what your mind entertains in belief. In a general way you have often noticed this yourself. A man with an ugly disposition (which is a mental state) will have harsh, unlovely features. One with a gentle disposition will have a smiling and serene countenance. All the other organs of the human body are equally responsive to thought. Who has not seen the face become red with rage or white with fear?

Who has not known of people who became desperately ill following an outburst of temper? Physicians declare that just as fear, irritability and hate distort the features, they likewise distort the heart, stomach and liver.

Experiments conducted on a cat shortly after a meal showed that when it was purring contentedly, its digestive organs functioned perfectly. But when a dog was brought into the room and the cat drew back in fear and anger, the X-ray showed that its digestive organs were so contorted as to be almost tied up in a knot!

Each of us makes his own world—and he makes it through mind. It is a commonplace fact that no two people see the same thing alike. "A primrose by a river's brim, a yellow primrose was to him, and it was nothing more."

Thoughts are the causes. Conditions are merely effects. We can mould ourselves and our surroundings by resolutely directing our thoughts towards the goal we have in mind.

Ordinary animal life is very definitely controlled by temperature, by climate, by seasonal conditions. Man alone can adjust himself to any reasonable temperature or condition. Man alone has been able to free himself to a great extent from the control of natural forces through his understanding of the relation of cause and effect. And now man is beginning to get a glimpse of the final freedom that shall be his from all material causes when he shall acquire the complete understanding that mind is the only cause and that effects are what he sees.

"We moderns are unaccustomed," says one talented writer, "to the mastery over

our own inner thoughts and feelings. That a man should be a prey to any thought that chances to take possession of his mind, is commonly among us assumed as unavoidable. It may be a matter of regret that he should be kept awake all night from anxiety as to the issue of a lawsuit on the morrow, but that he should have the power of determining whether he be kept awake or not seems an extravagant demand. The image of an impending calamity is no doubt odious, but its very odiousness (we say) makes it haunt the mind all the more pertinaciously, and it is useless to expel it. Yet this is an absurd position for man, the heir of all the ages, to be in: Hag-ridden by the flimsy creatures of his own brain. If a pebble in our boot torments us, we expel it. We take off the boot and shake it out. And once the matter is fairly understood, it is just

as easy to expel an intruding and obnoxious thought from the mind. About this there ought to be no mistake, no two opinions. The thing is obvious, clear and unmistakable. It should be as easy to expel an obnoxious thought from the mind as to shake a stone out of your shoe; and until a man can do that, it is just nonsense to talk about his ascendency over nature, and all the rest of it. He is a mere slave, and a prey to the bat-winged phantoms that flit through the corridors of his own brain. Yet the weary and careworn faces that we meet by thousands, even among the affluent classes of civilization, testify only too clearly how seldom this mastery is obtained. How rare indeed to find a *man!* How common rather to discover a *creature* hounded on by tyrant thoughts (or cares, or desires), cowering, wincing under the lash.

"It is one of the prominent doctrines of some of the oriental schools of practical psychology that the power of expelling thoughts, or if need be, killing them dead on the spot, *must be* attained. Naturally the art requires practice, but like other arts, when once acquired there is no mystery or difficulty about it. It is worth practice. It may be fairly said that life only begins when this art has been acquired. For obviously when, instead of being ruled by individual thoughts, the whole flock of them in their immense multitude and variety and capacity is ours to direct and despatch and employ where we list, life becomes a thing so vast and grand, compared to what it was before, that its former condition may well appear almost ante-natal. If you can kill a thought dead, for the time being, you can do anything else with it that you

please. And therefore it is that this power is so valuable. And it not only frees a man from mental torment (which is nine-tenths at least of the torment of life), but it gives him a concentrated power of handling mental work absolutely unknown to him before. The two are co-relative to each other."

There is no intelligence in matter—whether that matter be electronic energy made up in the form of stone, or iron, or wood, or flesh. It all consists of Energy, the universal substance from which Mind forms all material things. Mind is the only intelligence. It alone is eternal. It alone is supreme in the universe.

When we reach that understanding, we will no longer have cause for fear, because we will realize that Universal Mind is the creator of *life* only; that death is not an actuality—it is merely the *absence*

of life—and life will be ever-present. Remember the old fairy story of how the Sun was listening to a lot of earthly creatures talking of a very dark place they had found? A place of Stygian blackness. Each told how terrifically dark it had seemed. The Sun went and looked for it. He went to the exact spot they had described. He searched everywhere. But he could find not even a tiny dark spot. And he came back and told the earth-creatures he did not believe there *was* any dark place.

When the sun of understanding shines on all the dark spots in our lives, we will realize that there is no cause, no creator, no power, except good; evil is not an entity—it is merely the *absence of good*. And there can be no ill effects without an evil cause. Since there is no evil cause, only good can have reality or power.

There is no beginning or end to good. From it there can be nothing but blessing for the whole race. In it is found no trouble. If God (or Good—the two are synonymous) is the only cause, then the only effect must be like the cause. "All things were made by Him; and without Him was not anything made that was made."

Don't be content with passively reading this. Use it! Practice it! Exercise is far more necessary to mental development that it is to physical. Practice the "daily dozen" of right thinking. Stretch your mind to realize how infinitely far it can reach out, what boundless vision it can have. Breathe out all the old thoughts of sickness, discouragement, failure, worry and fear. Breathe in deep, long breaths (thoughts) of unlimited health and strength, unlimited happiness

and success. Practice looking forward—always looking forward to something better—better health, finer physique, greater happiness, bigger success. Take these mental breathing exercises every day. See how easily you will control your thoughts. How quickly you will see the good effects. You've got to think all the time. Your mind will do that anyway. And the thoughts are constantly building—for good or ill. So be sure to exhale all the thoughts of fear and worry and disease and lack that have been troubling you, and inhale only those you want to see realized.

VIII

The Law of Supply

"They do me wrong who say I come no more
When once I knock and fail to find you in;
For every day I stand outside your door,
And bid you wake, and rise to fight and win.

"Wail not for precious chances passed away,
Weep not for golden ages on the wane!
Each night I burn the records of the day—
At sunrise every soul is born again!"

—WALTER MALONE.*

HAVE you ever run a race, or worked at utmost capacity for a protracted period, or swum a great distance? Remember how, soon after starting, you began to feel tired? Remember how, before you had gone any great distance, you thought you had reached your limit? But remember, too,

* Courtesy of Mrs. Ella Malone Watson.

how, when you kept on going, you got your second wind, your tiredness vanished, your muscles throbbed with energy, you felt literally charged with speed and endurance?

Stored in every human being are great reserves of energy of which the average individual knows nothing. Most people are like a man who drives a car in low gear, not knowing that by the simple shift of a lever he can set it in high and not merely speed up the car, but do it with far less expenditure of power.

The law of the universe is the law of supply. You see it on every hand. Nature is lavish in everything she does.

Look at the heavens at night. There are millions of stars there—millions of worlds—millions of suns among them. Surely there is no lack of wealth or profusion in the Mind that could image all

of these; no place for limitation there! Look at the vegetation in the country round about you. Nature supplies all that the shrubs or trees may need for their growth and sustenance! Look at the lower forms of animal life—the birds and the wild animals, the reptiles and the insects, the fish in the sea. Nature supplies them bountifully with everything they need. They have but to help themselves to what she holds out to them with such lavish hand. Look at all the natural resources of the world — coal and iron and oil and all metals. There is plenty for everyone. We hear a lot about the exhaustion of our resources of coal and oil, but there is available coal enough to last mankind for thousands of years. There are vast oil fields practically untouched, probably others bigger still yet to be discovered, and when all these are

exhausted, the extraction of oil from shales will keep the world supplied for countless more years.

There is abundance for everyone. But just as you must strain and labor to reach the resources of your "second wind," just so you must strive before you can make manifest the law of supply in nature.

The World Belongs to You

It is your estate. It owes you not merely a living, but everything of good you may desire. You've got to *demand* these things of it, though. You've got to fear naught, dread naught, stop at naught. You've got to have the faith of a Columbus, crossing an unknown sea, holding a mutinous crew to the task long after they had ceased to believe in themselves or in him—*and giving to the world a new hemisphere.* You've got

to have the faith of a Washington—defeated, discredited, almost wholly deserted by his followers, yet holding steadfast in spite of all—*and giving to America a new liberty.* You've got to *dominate*—not to cringe. *You've* got to make the application of the law of supply.

"Consider the lilies how they grow." The flowers, the birds, all of creation, are incessantly active. The trees and flowers in their growth, the birds and wild creatures in building their nests and finding sustenance, are always working—*but never worrying.* "Your Father knoweth that ye have need of these things." "And all these things shall be added unto you."

If all would agree to give up worrying—to be industrious, but never anxious about the outcome—it would mean the beginning of a new era in human progress, an age of liberty, of freedom from

bondage. Jesus set forth the universal law of supply when he said—"Therefore I say unto you, be not anxious for the morrow, what ye shall eat, or wherewithal ye shall be clothed—but seek first the kingdom of God, *and all those things shall be added unto you.*"

What is this "Kingdom of God?"

Jesus tells us—"The Kingdom of God is within you." It is the "Father within you" to which He so frequently referred. It is Mind—your part of Universal Mind. "Seek first the Kingdom of God." Seek first an understanding of this Power within you—learn to contact with it—to use it—"and all those things shall be added unto you."

All riches have their origin in Mind. Wealth is in ideas—not money. Money is merely the material medium of exchange for ideas. The paper money in

your pockets is in itself worth no more than so many Russian rubles. It is the idea behind it that gives it value. Factory buildings, machinery, materials, are in themselves worthless without a manufacturing or a selling idea behind them. How often you see a factory fall to pieces, the machinery rust away, after the idea behind them gave out. Factories, machines, are simply the tools of trade. It is the idea behind them that makes them go.

So don't go out a-seeking of wealth. Look within you for ideas! "The Kingdom of God is within you." Use it—*purposefully!* Use it to THINK constructively. Don't say you are *thinking* when all you are doing is exercising your faculty of memory. As Dumont says in "The Master Mind"—"They are simply allowing the stream of memory to flow

through their field of consciousness, while the Ego stands on the banks and idly watches the passing waters of memory flow by. They call this 'thinking', while in reality there is no process of Thought under way."

They are like the old mountaineer sitting in the shade alongside his cabin. Asked what he did to pass the long hours away, he said—"Waal, sometimes I set and think; and sometimes I just set."

Dumont goes on to say, in quoting another writer: "When I use the word 'thinking,' I mean *thinking with a purpose, with an end in view, thinking to solve a problem.* I mean the kind of thinking that is forced on us when we are deciding on a course to pursue, on a life work to take up perhaps; the kind of thinking that was forced upon us in our younger days when we had to find a so-

lution to a problem in mathematics; or when we tackled psychology in college. I do not mean 'thinking' in snatches, or holding petty opinions on this subject and on that. I mean thought on significant questions which lie outside the bounds of your narrow personal welfare. This is the kind of thinking which is now so rare —so sadly needed!"

The Kingdom of God is the Kingdom of Thought, of Achievement, of Health, of Happiness and Prosperity. "I came that ye might have life and have it more abundantly."

But you have got to *seek* it. You have got to do more than ponder. You have got to *think*—to think constructively—to seek how you may discover new worlds, new methods, new needs. The greatest discoveries, you know, have arisen out of things which everybody had *seen,* but

only one man had NOTICED. The biggest fortunes have been made out of the opportunities which many men *had,* but only one man GRASPED.

Why is it that so many millions of men and women go through life in poverty and misery, in sickness and despair? Why? Primarily because they make a reality of poverty through their fear of it. They visualize poverty, misery and disease, and thus bring them into being. And secondly, they cannot demonstrate the law of supply for the same reason that so many millions cannot solve the first problem in algebra. The solution is simple—but they have never been shown the method. They do not understand the law.

The essence of this law is that you must *think* abundance, *see* abundance, *feel* abundance, *believe* abundance. Let no

thought of limitation enter your mind. There is no lawful desire of yours for which, as far as mind is concerned, there is not abundant satisfaction. And if you can visualize it in mind, you can realize it in your daily world.

"Blessed is the man whose delight is in the *law* of the Lord: And he shall be like a tree planted by the rivers of water, that bringeth forth his fruit in his season: his leaf also shall not wither; and whatsoever he doeth shall prosper."

Don't worry. Don't doubt. Don't dig up the seeds of prosperity and success to see whether they have sprouted. Have faith! Nourish your seeds with renewed desire. Keep before your mind's eye the picture of the thing you want. BELIEVE IN IT! No matter if you seem to be in the clutch of misfortune, no matter if the future looks black and dreary—

FORGET YOUR FEARS! Realize that the future is of your own making. There is no power that can keep you down but yourself. Set your goal. Forget the obstacles between. Forget the difficulties in the way. Keep only the goal before your mind's eye—*and you'll win it!*

Judge Troward, in his Edinburgh Lectures on Mental Science, shows the way:

"The initial step, then, consists in determining to picture the Universal Mind as the ideal of all we could wish it to be, both to ourselves and to others, together with the endeavor to reproduce this ideal, however imperfectly, in our own life; and this step having been taken, we can then cheerfully look upon it as our ever-present Friend, providing all good, guarding from all danger, and guiding us with all counsel. Similarly if we think of it as a

great power devoted to supplying all our needs, we shall impress this character also upon it, and by the law of subjective mind, it will proceed to enact the part of that special providence which we have credited it with being; and if, beyond general care of our concerns, we would draw to ourselves some particular benefit, the same rule holds good of impressing our desire upon the universal subjective mind. And thus the deepest problems of philosophy bring us back to the old statement of the law: 'Ask and ye shall receive; seek and ye shall find; knock and it shall be opened unto you.' This is the summing-up of the natural law of the relation between us and the Divine Mind. It is thus no vain boast that mental science can enable us to makes our lives what we will. And to this law there is no limit. What it can do for us today

it can do tomorrow, and through all that procession of tomorrows that loses itself in the dim vistas of eternity. *Belief in limitation is the one and only thing that causes limitation,* because we thus impress limitation upon the creative principle; and in proportion as we lay that belief aside, our boundaries will expand, and increasing life and more abundant blessing will be ours."

You are not working for some firm merely for the pittance they pay you. You are part of the great scheme of things. And what you do has its bearing on the ultimate result. That being the case, you are working for Universal Mind, and Universal Mind is the most generous paymaster there is. Just remember that you can look to it for all good things. Supply is *where* you are and *what* you need.

Do you want a situation? Close your eyes and realize that somewhere is the position for which you of all people are best fitted, and which is best fitted to your ability. The position where you can do the utmost of good, and where life, in turn, offers the most to you. Realize that Universal Mind knows exactly where this position is, and that through your subconscious mind you, too, can know it. Realize that this is YOUR position, that it NEEDS you, that it belongs to you, that it is right for you to have it, that you are entitled to it. Hold this thought in mind every night for just a moment, then go to sleep knowing that your subconscious mind HAS the necessary information as to where this position is and how to get in touch with it. Mind you—not WILL have, but HAS. The earnest realization of this will bring that

position to you, and you to it, as surely as the morrow will bring the sun. Make the law of supply operative and you find that the things you seek are seeking you.

Get firmly fixed in your own mind the definite conviction that you can do anything you greatly want to do. There is no such thing as lack of opportunity. There is no such thing as only one opportunity. You are subject to a law of boundless and perpetual opportunity, and you can enforce that law in your behalf just as widely as you need. Opportunity is infinite and ever present.

Berton Braley has it well expressed in his poem on "Opportunity"*:

"For the best verse hasn't been rhymed yet,
The best house hasn't been planned,
The highest peak hasn't been climbed yet,
The mightiest rivers aren't spanned;

*From "A Banjo at Armageddon." Copyright 1917, George H. Doran Company.

Don't worry and fret, faint hearted,
The chances have just begun,
For the Best jobs haven't been started,
The Best work hasn't been done."

Nothing stands in the way of a will which wants—an intelligence which knows. The great thing is to start. "Begin your work," says Ausonius. "To begin is to complete the first half. The second half remains. Begin again and the work is done." It matters not how small or unimportant your task may seem to be. It may loom bigger in Universal Mind than that of your neighbor, whose position is so much greater in the eyes of the world. Do it well—and Universal Mind will work with you.

But don't feel limited to any one job or any one line of work. Man was given dominion over all the earth. "And God said, Let us make man in our image, af-

ter our likeness: and let them have dominion over the fish of the sea, and over the fowl of the air, and over the cattle, and over all the earth, and over every creeping thing that creepeth upon the earth."

All of energy, all of power, all that can exercise any influence over your life, is in your hands through the power of thought. God—good—is the only power there is. Your mind is part of His mind. He is "the Father that is within you that doeth the works."

So don't put any limit upon His power by trying to limit your capabilities. You are not in bondage to anything. All your hopes and dreams can come true. Were you not given dominion over all the earth? And can anyone else take this dominion from you?

All the mysterious psychic powers

about which you hear so much today are perfectly natural. I have them. You have them. They only await the time when they shall be allowed to assert their vigor and prove themselves your faithful servitors.

"Be not afraid!" Claim your inheritance. The Universal Mind that supplies all wisdom and power is *your* mind. And to the extent that you are governed by your understanding of its infinite law of supply you will be able to demonstrate plenty. "According to your faith, be it unto you."

"Analyze most of the great American fortunes of the past generation," says *Advertising and Selling Fortnightly,* "and you will find that they were founded on great faiths. One man's faith was in oil, another's in land, another's in minerals.

"The fortunes that are being built today are just as surely being built on great faiths, but there is this difference: the emphasis of the faith has been shifted. Today it takes faith in a product or an opportunity, as it always did, but it takes faith in the public, in addition. Those who have the greatest faith in the public—the kind of faith possessed by Henry Ford and H. J. Heinz—*and make that faith articulate*—build the biggest fortunes."

"Wanted"

There is one question that bothers many a man. Should he stick to the job he has, or cast about at once for a better one. The answer depends entirely upon what you are striving for. The first thing is to set your goal. What is it you want? A profession? A political appointment?

An important executive position? A business of your own?

Every position should yield you three things:

1. Reasonable pay for the present.
2. Knowledge, training, or experience that will be worth money to you in the future.
3. Prestige or acquaintances that will be of assistance to you in attaining your goal.

Judge every opening by those three standards. But don't overlook chances for valuable training, merely because the pay is small. Though it is a pretty safe rule that the concern with up-to-the-minute methods that it would profit you to learn, also pays up-to-the-minute salaries.

Hold each job long enough to get from

it every speck of information there is in it. Hold it long enough to learn the job ahead. Then if there seems no likelihood of a vacancy soon in that job ahead, find one that corresponds to it somewhere else.

Progress! Keep going ahead! Don't be satisfied merely because your salary is being boosted occasionally. Learn something every day. When you reach the point in your work that you are no longer adding to your store of knowledge or abilities, you are going backward, and it's time for you to move. Move upward in the organization you are with if you can—but MOVE!

Your actual salary is of slight importance compared with the knowledge and ability you add to your mind. Given a full storehouse there, the salary or the riches will speedily follow. But the big-

gest salary won't do you much good for long unless you've got the knowledge inside you to back it up.

It's like a girl picking her husband. She can pick one with a lot of money and no brains, or she can pick one with no money but a lot of ability. In the former case, she'll have a high time for a little while, ending in a divorce court or in her having a worthless young "rounder" on her hands and no money to pay the bills. In the other, the start will be hard, but she is likely to end up with a happy home she has helped to build, an earnest, hard-working husband who has "arrived"—*and happiness.*

Money ought to be a consideration in marriage—but never *the* consideration. Of course it's an easy matter to pick a man with neither money nor brains. But when it's a choice of money *or* brains—take the

brains every time. Possessions are of slight importance compared to mind. Given the inquiring, alert type of mind—you can get any amount of possessions. But the possessions without the mind are nothing. Nine times out of ten the best thing that can happen to any young couple is to have to start out with little or nothing and work out their salvation together.

What is it *you* want most from life? Is it riches?

Picture yourself with all the riches you could use, with all the abundance that Nature holds out with such lavish hand everywhere. What would you do with it?

Day-dream for a while. Believe that you *have* that abundance *now*. Practice being rich in your own mind. See yourself driving that expensive car you have

always longed for, living in the sort of house you have often pictured, well-dressed, surrounded by everything to make life worth while. Picture yourself spending this money that is yours, lavishly, without a worry as to where more is coming from, knowing that there is no limit to the riches of Mind. Picture yourself doing all those things you would like to do, living the life you would like to live, providing for your loved ones as you would like to see them provided for. *See* all this in your mind's eye. *Believe* it to be true for the moment. *Know* that it will all be true in the not-very-distant future. Get from it all the pleasure and enjoyment you can.

It is the *first step* in making your dreams come true. You are creating the model in mind. And if you don't allow fear or worry to tear it down, Mind will

re-create that model for you in your every-day life.

"All that the Father hath is yours," said Jesus. And a single glance at the heavens and the earth will show you that He has all riches in abundance. Reach out mentally and appropriate to yourself some of these good gifts. You've got to do it mentally before you can enjoy it physically. " 'Tis mind that makes the body rich," as Shakespeare tells us.

See the things that you want as *already yours*. Know that they will come to you at need. Then LET them come. Don't fret and worry about them. Don't think about your LACK of them. Think of them as YOURS, as *belonging* to you, as already in your possession.

Look upon money as water that runs the mill of your mind. You are constantly grinding out ideas that the world needs.

Your thoughts, your plans, are necessary to the great scheme of things. Money provides the power. But *it* needs YOU, it needs your ideas, before it can be of any use to the world. The Falls of Niagara would be of no use without the power plants that line the banks. The Falls need these plants to turn their power to account. In the same way, money needs your ideas to become of use to the world.

So instead of thinking that you need money, realize that money needs YOU. Money is just so much wasted energy without work to do. Your ideas provide the outlet for it, the means by which money can do things. Develop your ideas, secure in the knowledge that money is always looking for such an outlet. When the ideas are perfected, money will gravitate your way without conscious effort on

your part, if only you don't dam up the channels with doubts and fears.

"First have something good—then advertise!" said Horace Greeley. First have something that the world needs, even if it be only faithful, interested service—then open up your channels of desire, and dollars will flow to you.

And remember that the more you have to offer—the more of riches will flow to you. Dollars are of no value except as they are used.

You have seen the rich attacked time and again in newspapers and magazines. You have read numberless articles and editorials against them. You have heard agitators declaim against them by the hour. But have you ever heard one of them say a single word against the richest man of them all—Henry Ford? I haven't. And why? Because Henry

Ford's idea of money is that it is something to be *used*—something to provide more jobs, something to bring more comfort, more enjoyment, into an increasingly greater number of lives.

That is why money flows to him so freely. That is why he gets so much out of life. And that is how you, too, can get in touch with Infinite Supply. Realize that it is not money you have to seek, but a way to *use* money for the world's advantage. *Find the need!* Look at everything with the question—How could that be improved? To what new uses could this be put? Then set about supplying that need, in the absolute confidence that when you have found the way, money will flow freely to and through you. Do your part—and you can confidently look to Universal Mind to provide the means.

Get firmly in mind the definite conviction that YOU CAN DO ANYTHING RIGHT THAT YOU MAY WISH TO DO. Then set your goal and let everything you do, all your work, all your study, all your associations, be a step towards that goal. To quote Berton Braley* again—

"If you want a thing bad enough
To go out and fight for it,
Work day and night for it,
Give up your time and your peace and your sleep
for it,
If only desire of it
Makes you quite mad enough
Never to tire of it,
Makes you hold all other things tawdry and cheap
for it,
If life seems all empty and useless without it
And all that you scheme and you dream is about it,
If gladly you'll sweat for it,
Fret for it,

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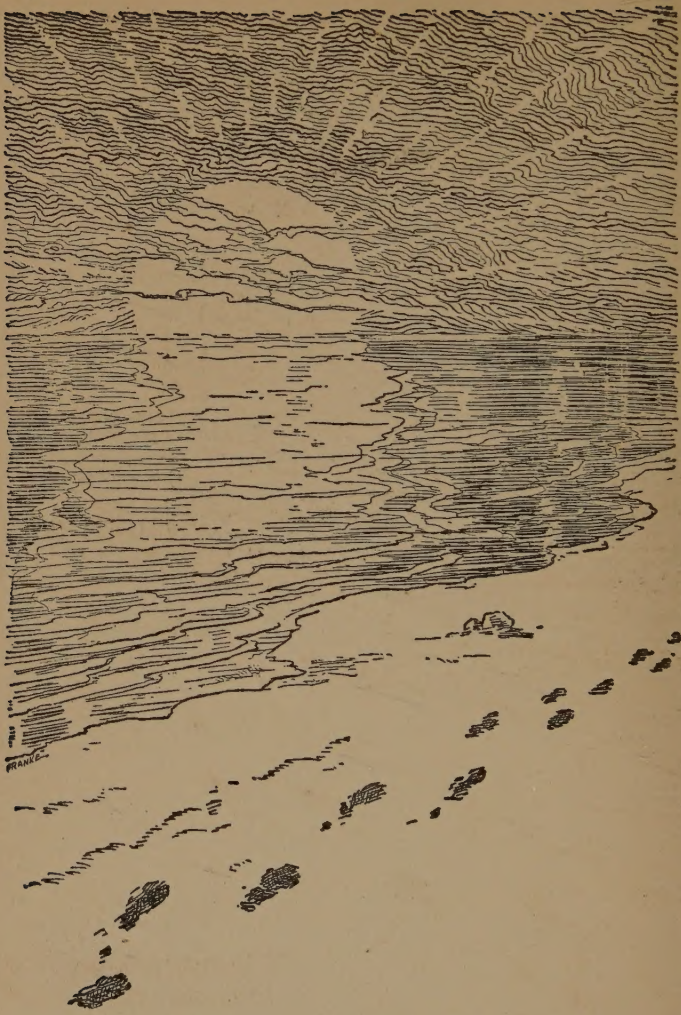
*From "Things As They Are." Copyright 1916, George H. Doran Company, New York.

Plan for it,
Lose all your terror of God or man for it,
If you'll simply go after that thing that you want,
With all your capacity,
Strength and sagacity,
Faith, hope and confidence, stern pertinacity,
If neither cold poverty, famished and gaunt,
Nor sickness nor pain
Of body or brain
Can turn you away from the thing that you want,
If dogged and grim you besiege and beset it,
You'll get it!"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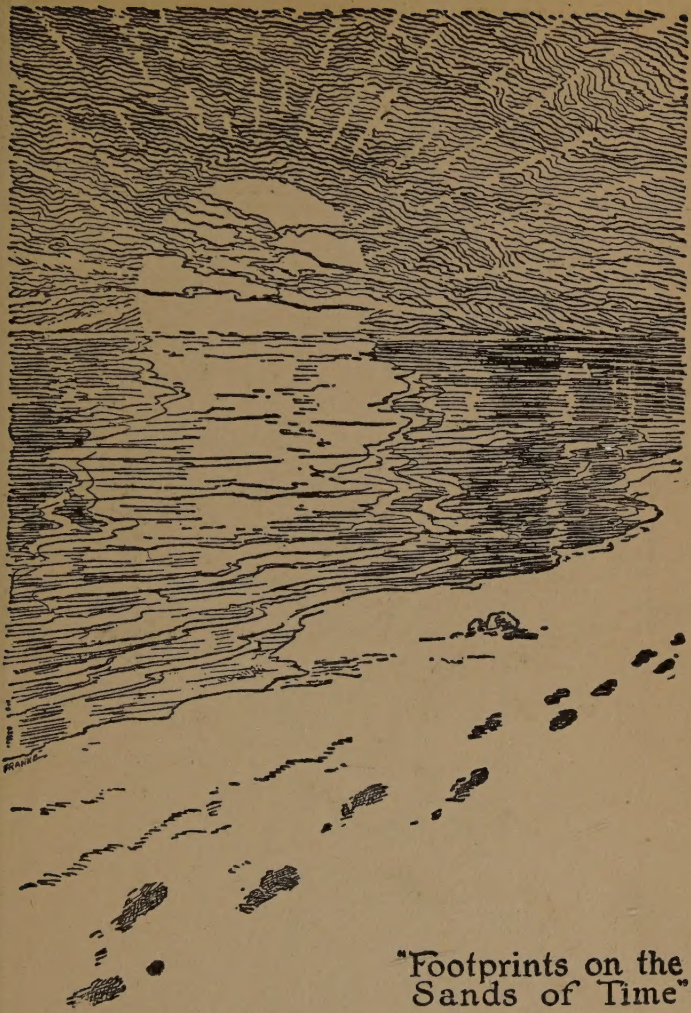

"Footprints on the Sands of Time"